

Message Text

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63

ACTION EB-11

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P R 182249Z JUN 74

FM AMEMBASSY LIMA

TO USDOC WASHDC PRIORITY

INFO SECSTATE WASHDC 0607

UNCLAS LIMA 4900

COMMERCE FOR OIM

E.O. 11652: N/A

TAGS: BEXP, PE, EC

SUBJECT: MARKET RESEARCH GENERAL MARKET SURVEY: ECUADOR AND PERU

REF: STATE 123124, CARACAS 5416, LIMA 4899

1. THIRD BID PROPOSAL MADE BY P. Y V. INGENIEROS S. A.

2. BID PRICE: \$61,962.89 OR 2,687,950 SOLES.

3. BIDDER QUALIFICATIONS: FIRM ESTABLISHED IN 1961, HAS CONSULTED ON MORE THAN 200 PROJECTS. FIRM HAS BEEN MAINLY INVOLVED IN THE FOLLOWING SECTORS: ENERGY, IRRIGATION, TRANSPORTATION, URBAN DEVELOPMENT, INDUSTRY. IT PERFORMS THE FOLLOWING SERVICES: ECONOMIC, PRE-FEASIBILITY, AND FEASIBILITY STUDIES, FIELD INVESTIGATIONS, DESIGN, TENDER ASSISTANCE, CONSTRUCTION SUPERVISION, COMMERCIAL OPERATION, TRAINING, NEGOTIATION ASSISTANCE, SPECIAL ANALYSIS, FINANCIAL ADVICE, SYSTEMS ANALYSIS AND COMPUTER PROGRAMMING.

FIRM PREPARED FOR COFIDE (CORPORACION FINANCIERA DE DESARROLLO-PERUVIAN GOVERNMENT DEVELOPMENT FINANCING ENTITY) SUB-CONTRACTING TO STANFORD RESEARCH INSTITUTE, A PROGRAM FOR IDENTIFYING INDUSTRIAL OPPORTUNITIES IN PERU. THIS WAS A TEN MONTH PROJECT, BASED MOSTLY ON MARKET SURVEYS, CONCLUDING WITH MORE THAN 100 INDUSTRIAL PROFILES. FOR MANY OF ITS ENGINEERING PROJECTS, FIRM HAS DEFINED AND CHOSEN

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EQUIPMENT, GIVING IT AN INTIMATE KNOWLEDGE OF THE MARKET

ASPECTS OF DIFFERENT TYPES OF MACHINERY AND EQUIPMENT. CLOSELY-RELATED WORK HAS BEEN CONDUCTED IN 1973 FOR COFIDE, INDUPERU (GOVERNMENT INDUSTRIAL ENTITY) AND PERU CITIES SERVICE.

AMONG THE FIRM'S OTHER ACTIVITIES IN 1973 WERE THE FOLLOWING: WITH A CANADIAN FIRM PREPARED FEASIBILITY STUDIES FOR A BLEACHED PULP PLANT AND A NEWSPRINT PLANT, CONSTRUCTION SUPERVISION OF PART OF THE MAJES IRRIGATION PROJECT, SUPERVISION OF DESIGN AND CONSTRUCTION OF AN ADMINISTRATIVE COMPLEX FOR THE PUBLIC AGRICULTURAL SECTOR, DESIGN AND SUPERVISION OF CONSTRUCTION OF THE EXPANSION OF ANY ACRYLIC FIBER PLANT. ONE MEMBER OF RESEARCH TEAM IS ING. FELIPE ORTIZ DE ZEVALLOS M. HE GRADUATED FROM THE NATIONAL UNIVERSITY OF ENGINEERING AND HAS A M.SC. IN MANAGEMENT FROM THE UNIVERSITY OF ROCHESTER. HE HAS WORKED IN THE FOLLOWING PROJECTS SINCE JOINING THE FIRM IN 1971: MARKET ANALYSIS FOR SUGAR CANE BAGASSE PRODUCTS, ECONOMIC AND FINANCIAL ANALYSIS OF A HOTEL COMPLEX, ANALYSIS OF AN ELECTRIFICATION PROJECT. HE WAS CHIEF OF THE TEAM THAT DID THE ABOVE-MENTIONED STUDY FOR COFIDE. ANOTHER MEMBER OF THE RESEARCH TEAM WILL BE ING. ALBERTO BLODET MONERO. HE GRADUATED FROM THE NATIONAL UNIVERSITY OF ENGINEERING, AND RECEIVED A MASTER'S OF BUSINESS ADMINISTRATION FROM CATHOLIC UNIVERSITY IN LOVAINE, BELGIUM, SPECIALIZING IN MARKETING. HE HAS WORKED ON THE FIRM'S COFIDE PROJECT AND ON THE FOLLOWING PROJECTS: FEASIBILITY STUDY FOR A WATER FAUCET FACTORY, FEASIBILITY STUDY FOR A CEMENT FACTORY, FEASIBILITY STUDY FOR A HOTEL. THE THIRD MEMBER OF EDUARDO GHEZZI GIANNONI. HE HAS A MASTER'S IN ECONOMIC ANALYSIS AND POLICY FROM THE FREE UNIVERSITY OF BRUSSELS. LUIS E. MONERO ARAMBURU HAS A B.A. IN CHAMICAL ENGINEERING AND AN MBA FROM STANDFORD.

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Message Attributes

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